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DEPT. OF JUSTICE
AUG 26 12 17 PM '70
REGISTRATION SECTION

Budget Bureau No. 43-R210.6
Approval Expires Oct. 31, 1971

UNITED STATES DEPARTMENT OF JUSTICE
WASHINGTON, D.C. 20530

SUPPLEMENTAL STATEMENT

Pursuant to Section 2 of the Foreign Agents
Registration Act of 1938, as Amended

For Six Month Period Ending JUL 29 1970
(Insert date)

Name of Registrant Registration No. 1421
Development Counsellors Intl., Ltd.
Business Address of Registrant
20 E. 46 St., New York, N.Y. 10017

I - REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in Item 1.

Not applicable

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name	Position	Date Connection Ended
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Not applicable

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
Not applicable				

-
5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal? Yes ☐ No ☐ Not applicable

If yes, identify each such person and describe his services.

Not applicable

-
6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Not applicable		

-
7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity?
Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
Not applicable			

II - FOREIGN PRINCIPAL

8. Has your connection with any foreign principal ended during this 6 month reporting period?
Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal
Not applicable

Date of Termination

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal
Not applicable

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

Nova Scotia Department of Industry & Trade, Halifax, Nova Scotia, Canada

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services;

Nova Scotia Department of Trade & Industry: see attached monthly activity reports describing our services on behalf of this foreign principal.

¹ The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Not applicable

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals?

Yes ☐ No ☒

If yes, describe fully.

Not applicable

² The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS - MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise?

Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
(See attached listing of receipts-monies from foreign principal)			

Total

14. (b) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date Received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
Not applicable			

³ A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) DISBURSEMENTS - MONIES

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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(see attached listing of disbursements-monies for foreign principal)

Total

15. (b) DISBURSEMENTS - THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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Not applicable

(c) DISBURSEMENTS - POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office? Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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Not applicable

V - POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal. Not applicable

⁵ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda?
Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

Not applicable

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following: Not applicable

☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups: Not applicable

☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda: Not applicable

☐ English ☐ Other (specify) _____

22. Did you file with the Registration Section, Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period?
Yes ☐ No ☐ Not applicable

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ Not applicable

24. Did you file with the Registration Section, Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act?
Yes ☐ No ☐ Not applicable

VI - EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐ Not applicable
Exhibit B⁷ Yes ☐ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period?

Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶ The Exhibit A, which is filed on Form DJ-306, sets forth the information required to be disclosed concerning each foreign principal.

⁷ The Exhibit B, which is filed on Form DJ-304, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period.

Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment. Not applicable

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement?

Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

Not applicable

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

x Ted M. Levine
Ted M. Levine, President
x Emanuel T. Ellenis
Emanuel T. Ellenis, Vice Pres.

Subscribed and sworn to before me at 20 E. Forty Sixth St., New York, N.Y.

this 24th day of August, 19 70

Malcolm Z. Spiegel
(Signature of notary or other officer)

My commission expires _____, 19 _____

⁸ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause shown upon written application to the Assistant Attorney General, Internal Security Division, Department of Justice, Washington, D.C. 20530.



RECEIVED
DEPARTMENT OF JUSTICE

Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 (212) MU 7-1383

February 28, 1970

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Here is our monthly report covering highlights of major activities on behalf of the Nova Scotia Information Service for the month of February:

1. Encounter Project:

As it turned out after a month of heavy activity, DCI arranged for 11 top journalists to fly to Halifax to cover the planners blitz. DCI staff member, George Roosen, served as tour conductor. Here is the list of editors making the Feb. 25-28 trip:

- . Ray Bancroft -- Nation's Cities
- . Gary M. Chamberlain -- The American City
- . George H. Favre, Christian Science Monitor
- . Donald J. Frederick -- National Geographic
- . Henry Modzer -- World Construction
- . Edward A. Neilan -- Copley News Service
- . Lawrence Bernard -- Business Management
- . Miss Melissa Sutphin -- Architectural Forum
- . Ellis Sard -- The Nation
- . Michiomi Suwabe -- Kyodo News Service of Japan
- . Edwin Tetlow -- London Economist

2. Industry Week:

This well known publication, concentrating on heavy industry, assigned reporter Tom Rohan to fly to Sydney to interview Mr. R.B. Cameron, Chairman of Sysco. DCI initially suggested the story to managing editor, Perry Pascarella and sent supporting background material. Rohan wants to fly up March 9-10 and we are awaiting word from your office re Mr. Cameron's availability.

more

3. Sydney Steel Expansion:

Merchandised your wired story announcing Sysco's \$84 million expansion to approximately 300 American business publications and newspapers. Also forwarded to Rohan of Industry Week.

4. Reader's Digest:

Sent Halifax Chronicle Herald story on handicapped artist to executive editor Harry Harper with appropriate cover note.

5. Scotia Square Story:

Prepared caption for photo of artists rendering of Scotia Square. Will send it to leading U.S. retail, merchandising, and real estate publications. Reproduced photograph in New York for our editorial purposes.

6. Journal of Commerce:

On February 17, the Chicago World Trade Edition published the 1500 word story and photo which DCI arranged for and wrote. The headline read: "Halifax Looks Forward To Handling More Containers For Chicago Area." The J of C also ran a short item on ACL stopping in Halifax for Volvo which DCI placed.

7. New York Times:

Published a major story in the financial section on Cape Breton's economic resurgence. Forwarded copies to interested Nova Scotia officials.

8. Industrial World:

Arranged for 10,000 reprints of excellent industry story on the province which was arranged by DCI. Planned lay-out.

9. West Coast Luncheons Follow-up:

Assembled names of guests attending the recent San Francisco and Los Angeles investment luncheons and sent you composite rosters for follow-up.

10. Investment Luncheons in Atlanta and Dallas:

Nailed down the necessary banquet and reception space and am now counting on you to finalize dates with the appropriate Nova Scotia Government officials.

11. John Hancock Life Insurance:

Learned that this major insurance company was planning investments in tourism projects in North America. Advised Deputy Minister to send any proposals or plans on such new projects scheduled to take place in

Nova Scotia for forwarding to John Hancock's evaluators.

That's it for February.

Sincerely,

Manny Ellenis

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Encl.



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20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

March 31, 1970

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Here is our report covering DCI activities and achievements for the month of March on behalf of the Nova Scotia Information Service:

1. Dun's Review:

For this major U.S. business publication, I moved on two fronts. I provided contributing editor Neil Martin with background information on Nova Scotia's investment promotion effort in the U.S. for a story he is doing on foreign attempts to attract U.S. industry. I also sent him background information for a second story he is planning on Canada's off-shore oil drilling plans.

2. New York Times:

Interested Petroleum Editor, William Smith, in off-shore oil exploration in Nova Scotia. Followed up with background memo.

3. Prince of Fundy Inaugural Voyage & Press Tour:

Prepared for your consideration two special guest lists for this important project now scheduled for mid-June. These lists included a roster of 71 travel editors and writers and a roster of 57 business editors and syndicated columnists.

4. Industry Week:

As you know, I interested Tom Rohan in going up to Sydney to interview Sysco's Mr. Cameron as well as do a story on Toyota at Point Edward. Mr. Rohan's trip took place in March and by all accounts was a great success, thanks to our mutual good planning, your photographer, and the basic story possibilities which were quite good. Over the next two months, we can expect two excellent features as a result in this key publication read by 200,000 U.S. middle management and top management executives, all on the manufacturing end.

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5. Apparel Manufacturer:

Interested editor Don Johnson in article on potential for U.S. garment manufacturers in Nova Scotia. Sent comprehensive background memo. You indicated approval that Mr. Johnson, should he want to go ahead with the story, could be invited to come up as the guest of the Nova Scotia Information Service. If he does so, I predict a handsome 4 to 5 page piece.

6. Special Promotion for Halicon Ltd.:

Looked into possible speaking engagements for Mr. Howard, Halicon Ltd. president before key midwest world trade clubs. As I suspected it is too late now to fit him into programs before the fall. The Detroit World Trade Club and the International Trade Club of Chicago are two good possibilities but I am holding up on contacting them with detailed proposal until I next hear from you re Mr. Howard's reaction that we might have to hold "Nova Scotia Nights" to make the bookings.

7. Dallas & Atlanta Luncheons & Receptions:

Work on these important May projects included the following:

... Preparation of a brand new "from the ground up" guest list for the investment luncheon in Atlanta. Same effort to come up with a list of travel editors, tour operators, TV & radio people, for the travel reception.

... Updating of the Dallas investment luncheon and travel reception list.

8. Encounter Press Tour Follow-Up: During the month, systematically followed up to ascertain results and this is the picture to date:

- . National Geographic News Service (1200 papers) is planning two stories. Don Frederick wants to return to Nova Scotia to do a general piece and so I have put him on the Prince of Fundy guest list.
- . Copley News Service (300 papers) has done one major column.
- . American Cities has written comprehensive story almost completely favorable.
- . London Economist has written excellent story which will be read widely in Europe.
- . Business Management planning story for May or June issue. Editor Larry Bernard wants to free lance Encounter to Atlantic or Harper's.
- . Christian Science Monitor has published very good piece on Encounter and Urban Affairs editor George Favre is planning second piece.
- . Kyodo News Service of Japan has done a number of stories and Mr. Suabe promises to get clips to us.

9. Scotia Square Story:

Sent photo with caption to leading U.S. retail, merchandising
and real estate publications.

Stew, that does it for March. Best regards, as always.

Sincerely,

Manny Ellenis

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Encl.



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

April 30, 1970

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Here is the summary of DCI activities on behalf of the Nova Scotia Information Service for the month of April:

1. Business Week:

The April 25 issue carried a major story, "An End Run Around U.S. Ports," which provided an extremely favorable account of the new Europe-Halifax-Midwest container-train service. DCI initiated this story several months ago with the writer, Rod Craib and developed it further by arranging an interview with Ray March, former Port of Halifax official.

2. Journal of Commerce Containerization Issue:

This special issue is read by the shipping industry around the world. DCI placed two major stories with Charles F. Davis, the editor, as follows:

- How The New Halifax Containerport Will Revolutionize European Shipments to the Mid-West. (Allen Cook preparing.)
- How The New Prince of Fundy will accelerate shipping between Nova Scotia and New England. (Toby Andersen sending special material.)

This issue will be published on June 15.

3. Business Week:

Approached John Berry, front-of-book editor with story idea on Michelin Tires based on article appearing Halifax Chronicle Herald.

4. Business Abroad:

Provided editor John Roach with additional information on how Nova Scotia promotes American industry for a major feature.

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5. "Prince of Fundy" Press Tour:

As you know, in March I sent you a list of top travel and business editors to invite to this June 17-20 special event. In April:

- . Attended meeting in Yarmouth, N.S., with you, Len Canfield and Toby Andersen of Lion Ferry to plan the event.
- . Drafted letter of invitation for the business editors which I sent up to you.
- . Suggested a few changes in the guest list.

6. National Real Estate Investor:

Placed 1500 word story on Nova Scotia's economic progress in special issue on Canada. You will be providing me with special information on real estate in Nova Scotia. Deadline for my story is June 15.

7. Los Angeles Commercial News:

Placed 1500 word article for Mr. Ritcey's signature for World Trade Week special issue of this influential California business publication.

8. National Geographic News Service:

Don Frederick sent me copy of story he did based on his trip to Halifax to cover Encounter. Story sent to 1200 papers and TV stations. Should be getting clips in about a month.

9. Newspaper Enterprise Association:

Arranged for Murray Olderman, Executive Editor of NEA syndicate, to get reservations on Prince of Fundy, Digby Pines, and Keltic Lodge. Asked you whether NSIS could arrange for Mr. Olderman to get half rate. Lion Ferry donated passage. Will use soft sell to get Mr. Olderman to do a story. Trend: Mr. Olderman decided to go to Nova Scotia after attending our New York Investment Luncheon.

10. Publishers Hall Syndicate:

Helen Staunton is preparing a Nova Scotia piece based on her visit to the province on the research press tour last fall. Provided her with some information on the Canadian research vessel, the "Hudson," and Keith Hines followed up with latest developments on ship's journey.

11. Atlanta and Dallas Investment Luncheons:

Arranged for invitations to go to appropriate travel agents, tour operators and travel editors in the two cities. Began to handle all RSVPs.

Placed Mr. Ritcey on "Tempo Atlanta" television program at 3:00 P.M., May 11. Also attempting to place Mr. Ritcey on "Today in Georgia" Program for May 12 and in Dallas on "Cross Roads-70."

12. Sysco:

- . International Commerce, the official publication of the U.S. Department of Commerce, ran story on Sysco provided by DCI.
- . Personally briefed the Vice Chairman of U.S. Steel about Sysco and touched base with the Deputy Minister.

13. Industrial Research:

Provided this publication with background information on the Nova Scotia research industry.

That's it for April.

Sincerely,

Manny Ellenis

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Encl.



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

May 31, 1970

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Here is our report summarizing DCI's activities and achievements for the Nova Scotia Information Service for the month of May:

1. Industry Week:

Three page article on Sydney's Steel's come-back, which was arranged by DCI, appeared during the month. The story included photographs and a glowing account of how Nova Scotians themselves saved their own bacon. Circulation is approximately 133,000.

2. Business Week:

Three major activities in this major business publication:

- a. Interested Joe Wilstee, Personal Living Editor, in spending summer vacation in Nova Scotia with his family. His stay could lead to a column on the attractiveness of Nova Scotia, an important consideration today with plant locators.
- b. St. Lawrence Seaway article contained lengthy quote by Ray March, former Halifax port official. Quote was gleaned in recent interview which DCI set up in New York. Made Halifax port look good in context of article.
- c. Arranged for reprints of previous Halifax-container port-train article. They look real good.

3. Lion Ferry Business Press Tour:

During the month personally worked on getting editors to accept invitation to inaugural voyage and plant press tour. So far, the following editors have accepted:

- a. Fred Guidry, Christian Science Monitor
- b. George Panitz, Journal of Commerce
- c. Henry Iefer, Handling & Shipping
- d. Marc Felice, Container News
- e. Joseph Fenley, Industry Week
- f. Irwin J. Breslauer, Los Angeles Times Syndicate
- g. Frank A. Harhoff, Modern Manufacturing

more

3. Lion Ferry Business Press Tour (Continued):

- h. William Wingstedt, Appliance Manufacturer
- i. Ken Brooks, Chemical Week
- j. Alfred von Krusenstiern, Springer Foreign News Service
- k. a business editor from the Boston Record American

4. Atlanta & Dallas Luncheons:

As you know I spent four working days in the field on this project and you probably would agree that the luncheons were among the best ever executed.

Among achievements:

- a. Arranged for May 12 to be named "Nova Scotia Day" in Atlanta.
- b. Arranged for Nova Scotia delegation to receive "Honorary Citizen of Atlanta" certificate.
- c. Arranged for Mr. Ritcey to appear on two television shows and one radio show in Atlanta and one television show in Dallas.
- d. Publicity generated included a major picture-story in the Dallas Morning News while a second story appeared in the Dallas Times Herald.
- e. Picture also appeared in the Halifax Chronicle Herald.

5. Electronic News:

Interested Nat Snyderman, Managing Editor, in a major electronics feature on Nova Scotia and requested that you apply me with necessary back-up information.

6. National Geographic:

The syndicated story which Don Fredericks wrote as the result of the Encounter project is beginning to appear. So far this month the following publications have run the piece which is glowingly favorable about Halifax:

- a. Peoria Journal Star (Illinois)
- b. Hazleton Standard-Speaker (Pa.)
- c. Parkersburg News (W. Va.)
- d. Danville, Va. Register
- e. Springfield News-Sun (Ohio)
- f. Wilkes-Barre Times-Leader (Pa.)
- g. The New York Times

more

7. National Real Estate Investor:

Drafted 1200 word article in Mr. Ritcey's name for Canadian issue. Sent up to you for clearance.

8. Encounter Publicity:

Publicity on this press tour, in addition to National Geographic, is still developing. For example, Ed Neilan's piece (Copley News Service) appeared in the Torrance, California Daily Breeze and the Sacramento Union.

Michiomi Suwabe's piece in Kyodo News Service has appeared in scores of Japanese newspapers including the Koochi Shimbun. I sent you a copy and suggested you turn it over to the Halifax Chronicle Herald for possible feature treatment.

9. Other DCI generated publicity appeared during the month in:

- a. Realty: Scotia Square story.
- b. American Industry: Scotia Square story.
- c. Distribution Worldwide: Halco terminal story.
- d. Traffic Management: Halco terminal story.
- e. House Beautiful: N.S. tourism blitz in New York.

10. Publishers Hall Syndicate:

On June 14, 100 U.S. Sunday papers will run Helen Staunton's cartoon lay-out of the H.M.S. Hudson and its round the world trip originating in Halifax. Result of research press tour.

Well, you got your money's worth this month!

Sincerely,

Manny Ellenis

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Encl.



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

June 30, 1970

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Following is our report for June covering DCI's major public relations in the United States in behalf of the Nova Scotia Information Service:

1. Prince of Fundy Press Tour, June 21-24:

DCI arranged for 16 U.S. business editors to visit Nova Scotia as per dates above. I travelled with the group and helped point editors to possible stories. We anticipate excellent publicity results. The Journal of Commerce, for example, has already produced:

- a. Major story on the Prince of Fundy and the vessel's impact on the Nova Scotia economy.
- b. A lengthy article on the new containerport in Halifax.
- c. A piece on Anil Hardboard's plans to establish a "feeder" barge service.
- d. Feature treatment in the paper's publisher's column praising the establishment of the Lion Ferry A.B. service to Nova Scotia.

2. Business Week:

Last month DCI interested the editor of the "Personal Living" column in the possibility of doing a story on Nova Scotia and at the same time provided comprehensive material. This interest turned into actual assignment and the Nova Scotia story, slanted toward American businessmen seeking a vacation site, will be appearing in August.

3. Industry Week:

Recently, DCI initiated a highly favorable article in this key industrial publication on Sydney Steel and Mr. Cameron. Industry Week is planning a second, more general article on Nova Scotia's industrialization program, which will be appearing in the near future. It will be written by Tom Rohan, who wrote the SYSCO article.

more

4. Dun's Review:

During the June 21-24 press tour, I spent much time with Al Butkus of Dun's Review. It appears that this special treatment will pay off as Butkus is now writing a feature on Anil Hardboard.

5. Fortune:

Interested senior editor, Tom O'Hanlon, in arranging for photographer to shoot pictures of Mr. Jolly of Anil Hardboard for possible use in Fortune's "Businessmen In The News" section.

6. Other achievements included:

- Distribution in the U.S. of the announcement of the study on bulk distribution facilities. To date this has appeared in the Journal of Commerce and Traffic World.
- DCI's story with Mr. Ritcey's by-line appeared in the World Trade Week issue of the Los Angeles Commercial News.
- Encounter press tour publicity appeared in the Sunday Philadelphia Bulletin (circ: 700,000), Salisbury, Md. Advertiser, St. Louis Post Dispatch, Bradford, Pa. Era, Architectural Forum, and Moline, Ill. Dispatch.
- Sent DCI staff written story on Nova Scotia's industrial progress to special Canadian issue of the National Real Estate Investor.
- Chain Store Age published DCI story on Scotia Square with picture.
- World Construction will be running major article on Nova Scotia in August issue.
- Sent N.S.I.S. Newsletter on banking in the province to American Banker and Banking Magazine.
- The Journal of Commerce, in its Containerization Issue, published major stories on the port of Halifax (with pic) and on the Prince of Fundy, both supplied by DCI.
- Business Abroad, in a comprehensive article on what foreign governments are doing to lure U.S. investors, ran a picture of a lobster investment luncheon and devoted text to provincial promotion programs in the United States.
- At request of Oceanology Magazine, asked you to find Halifax correspondent.
- At your request, secured photograph of Wall Street for use in the N.S.I.S. Newsletter.

Stew, another good month. On a more personal touch, I enjoyed the press tour to Nova Scotia very much and for that matter, and more importantly, so did our editorial guests. My congratulations to you, Mr. Knight, Len Canfield and Allan Cook for a fine job.

Sincerely,
Manny Ellenis ME:ic Encl.



Development Counsellors International, Ltd.

20 E. 46 ST. • NEW YORK, N.Y. 10017 • (212) MU 7-1383

July 31, 1970

Mr. Stewart M. Anderson, Director
Nova Scotia Information Service
5670 Spring Garden Road
Halifax, N.S., Canada

Dear Stew:

Here is DCI's report for the month of July covering major public relations and related activities on behalf of the Nova Scotia Information Service:

1. Christian Science Monitor:

Did two major features on Nova Scotia as result of Fred Guidry's trip to the province on the Prince of Fundy press tour.

2. Business Week:

Provided more information to Peggy Donovan of the "Personal Living" column for Nova Scotia story placed by DCI. Article scheduled to appear in August.

3. The Director Magazine:

This publication has the same influence in the United Kingdom as Fortune does in the U.S. It published a lead article by Edwin Tetlow, a correspondent DCI sent up to Halifax to cover "Encounter."

4. Publicity in Japan:

The Japanese correspondent for Kyodo News Service which DCI sent up to Halifax to cover "Encounter" came up with two additional clippings -- "Tokushima Shimbun" and "Gifu Nichinichi Shimbun."

5. Detroit World Trade Club:

Once again contacted president of this club to confirm Nova Scotia Night at a fall dinner meeting. He promised to confirm the project in August. This promotion will support Halicon and the new containerport.

6. Industrial Development Magazine:

Published picture and story on Scotia Square supplied by DCI.

more

7. World Marketing:

Published story on Nova Scotia study of feasibility of bulk water terminals.

8. Industrial Purchasing:

Published story and picture on Scotia Square which generated two inquiries which we sent up to you.

9. Gulf Oil Terminal Photo:

Distributed to appropriate petroleum and chemical publications with caption.

10. El Paso Times, Texas:

Ran lengthy story by National Geographic News Service which was written by correspondent DCI sent up to Halifax to cover "Encounter."

11. Santa Ana, Calif. Register:

Four column story with headline "Old Halifax Has History and Romance" appeared in this West Coast paper. Written by Copley News Service correspondent which DCI sent up to Halifax to cover "Encounter."

12. Economic Profile:

Received 10 copies from your office as requested. Plan to do inquiry getting release in August for publication in September trade publications when everybody is back from vacation.

13. Traffic World:

Editor Joe Scheleen did a tremendous story on the Port of Halifax which you have seen. Also had nice things to say about the Nova Scotia Information Service.

14. Engineering News Record:

Jerri Galli, who was a member of the Prince of Fundy press tour, did a nice story on the second Halifax bridge. Sent up to you.

That's it for July....Our Prince of Fundy press tour turned out to be a real winner, didn't it?

Sincerely,

Manny Ellenis

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Encl.

Nova Scotia

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DEPARTMENT OF JUSTICE
1/29/70 - 7/29/70
AUG 26 12 18 PM '70

CR 1970	Total		Fee REGISTRATION SECTION	Expenses
Feb 9	49	74 19	3333 -	1641 19
Mar 9	40	82 90	3333 -	749 90
Apr 13	57	96 77	3333 -	2463 77
May 8	38	42 09	3333 -	509 09
June 19	39	92 86	3333 -	659 86
29	56	83 22	3333 -	2350 22
July -	-	-	-	-
	28,372	03	19,998 -	8,374 03

C.D. 1970	Name	Purpose	Amount
Feb. 3	Donnell Publication	Publication	18 53
	Todd Photoprints, Inc.	Photos	15 95
6	Western Union	Telegram	3 91
13	Emanuel T. Ellenis	Expenses	26 30
	The Plaza Hotel - N.Y.	HOTEL	1074 31
	Tyme Letter Service	Printing	50 62
20	Tyme Letter Service	Printing	68 90
27	Johnston Int'l. Publish.	Publication	682 80
	Tyme Letter Service	Printing	154 03
	Ira Furman & Co.	Freight & Customs	56 35
Mar. 2	George Roosen	Expenses	191 55
6	Emanuel T. Ellenis	Expenses	19 90
27	Attention, Inc.	Releases	65 84
31	Print-O-Matic	Photographs	14 84
Apr. 30	Burrelles Press Clip.	Clippings	116 60
	Chelsea Engravers	Printing	227 90
13	Ere car, Inc.	Fare	95 55
17	Emanuel T. Ellenis	Expenses	15 25
22	Ere car, Inc.	Fare	336 -
	Tyme Lithograph Co.	Printing	26 50
	Emanuel T. Ellenis	Expenses	44 99
1	Attention, Inc.	Releases	43 24
8	Emanuel T. Ellenis	Expenses	200 -
	Ere car, Inc.	Fare	186 90
	Meyer Label Co.	Labels	57 41
	Page - 1 - Total		3,794 17

Nova Scotia

1/19/70 - 7/19/70

2.

C.D. 1970	Name	Purpose	Amount	
May 8	P.R. Newswire	Wire Service	25	-
	Time Letter Service	Printing	26	43
15	Ira Furman Co.	Customs Freight	114	96
	Handling & Shipping	Publications	12	-
	James Hook & Co.	Lobsters	1425	-
	WTC ^{Air} Freight	Freight	31	60
20	Emanuel T. Ellenis	Expenses	34	11
27	American Industry	Publication	25	-
June 5	James Hook & Co.	Lobsters	32	30
	Industry Week	Subscription	5	-
12	Time Letter Service	Printing	144	79
5	Aprons for Industry	Aprons	15	06
12	Wide World Photos	Photos	190	65
19	Emanuel T. Ellenis	Expenses	53	85
	Emanuel T. Ellenis	Expenses	3	-
26	Aprons for Industry	Aprons	10	55
	Ewing Galloway	Photos	26	50
July 1	McGraw-Hill Public.	Publication	572	37
15	Burcelles Press Clip	Clippings	126	35
	Industrial Purch. Agent	Publication	25	-
17	Emanuel T. Ellenis	Expenses	30	20
	R.E.A. Express	Freight	25	85
24	Ted M. Levine	Expenses	3	10
Page - 2 - Total			2,958	67
Forwards:			3,794	17
TOTAL			6,752	84